Doing Business With The Navy

RDML Martin Brown, SC, USN

Deputy Assistant Secretary of the Navy

(Acquisition Management)

June 2, 2005

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- WELCOME to the DoN Acquisition One Source web site! The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to you favorites. You can contact us at DoNOneSource@ati4it.com.
- The Regulation, Policy and Guidance (RPG) Comparison Tool is now available! The RPG Comparison Tool allows simultaneous subpart viewing of the current versions of the Federal Acquisition Regulation (FAR), the Defense FAR Supplement (DFARS), the DFARS Policy, Guidance and Information (DFARS PGI), the Navy Marine Corps Acquisition Supplement (NMCARS) and the Navy Marine Corps Acquisition Guide (NMCAG).
The RPG tool uses "real time" links to the source web sites to allow for the most recent and authoritative information. It was designed and developed to allow Defense acquisition professionals a way to quickly and easily research Federal, DoD, and Navy procurement regulations, policies and guidance.
- Policy Memo: Change 03-5 to Navy Marine Corps Acquisition Regulation Supplement (NMCARS) (M.F. Jaggard; 02/14/2005) NMCARS (February 2005 Edition)
- Policy Memo: Change 03-3 to Navy Marine Corps Acquisition Guide (NMCAG) (M.F. Jaggard; 02/14/2005) NMCAG (February 2005 Edition)
- The latest "Doing Business with the Navy" brief was given by Captain Cynthia Varner on 23 March 2005 in Biloxi, Mississippi.
Hot Acquisition Issues
- Proper Use of Non-DoD Contracts - Every year, DoD spends billions of dollars using non-DoD contract vehicles. This includes orders against Federal Supply Schedules and funds transferred to non-DoD activities for direct contract. However, recent DoD and non-DoD Inspector General reports address a variety of issues associated with the Department's use of non-DoD contract vehicles.
The Office of the Secretary of Defense (OSD) and Congress reacted to these findings by requiring specific approvals for use of non-DoD contracts. OSD requires that approval be obtained for use of non-DoD contracts for acquisitions over the simplified acquisition threshold effective January 1, 2005.
DoN Implementation on Proper Use of Non-DoD Contracts requires collaboration of the DoN program management, financial management, legal and contracting communities. Program and other requiring managers must seek early involvement of appropriate financial management and contracting personnel to ensure that the resultant acquisition strategy is in the best interests of the Department in terms of meeting requirements, schedule, cost effectiveness, oversight and administration, and availability of a contract vehicle within DoD.

FIND THIS BRIEF AT: www.acquisition.navy.mil

Agenda

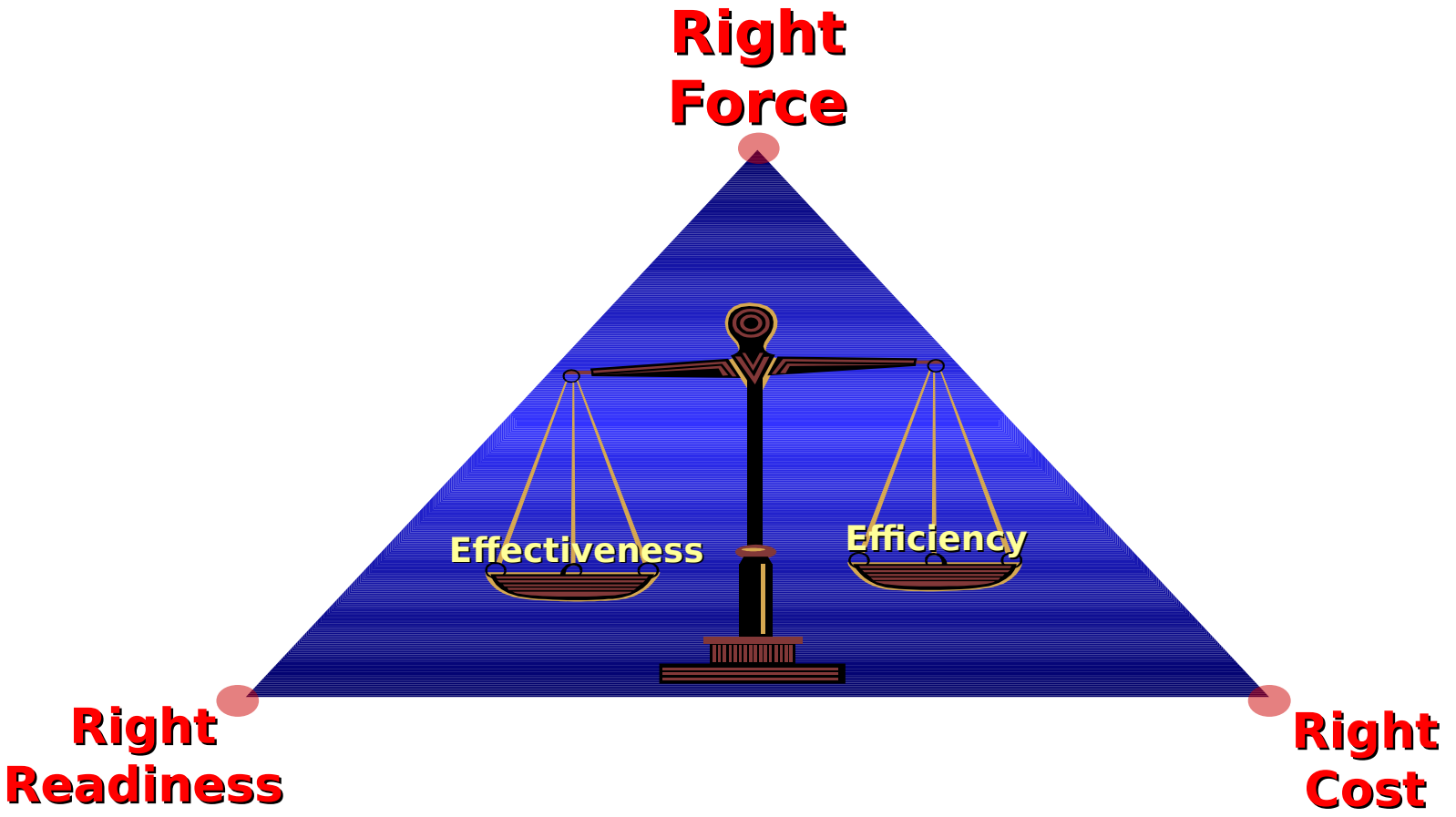
Navy Acquisition Environment
Small Business Trends
How to Market Your Business
Points of Contact
Summary

Navy Acquisition Environment

SEAPOWER 21

Navy Acquisition Environment

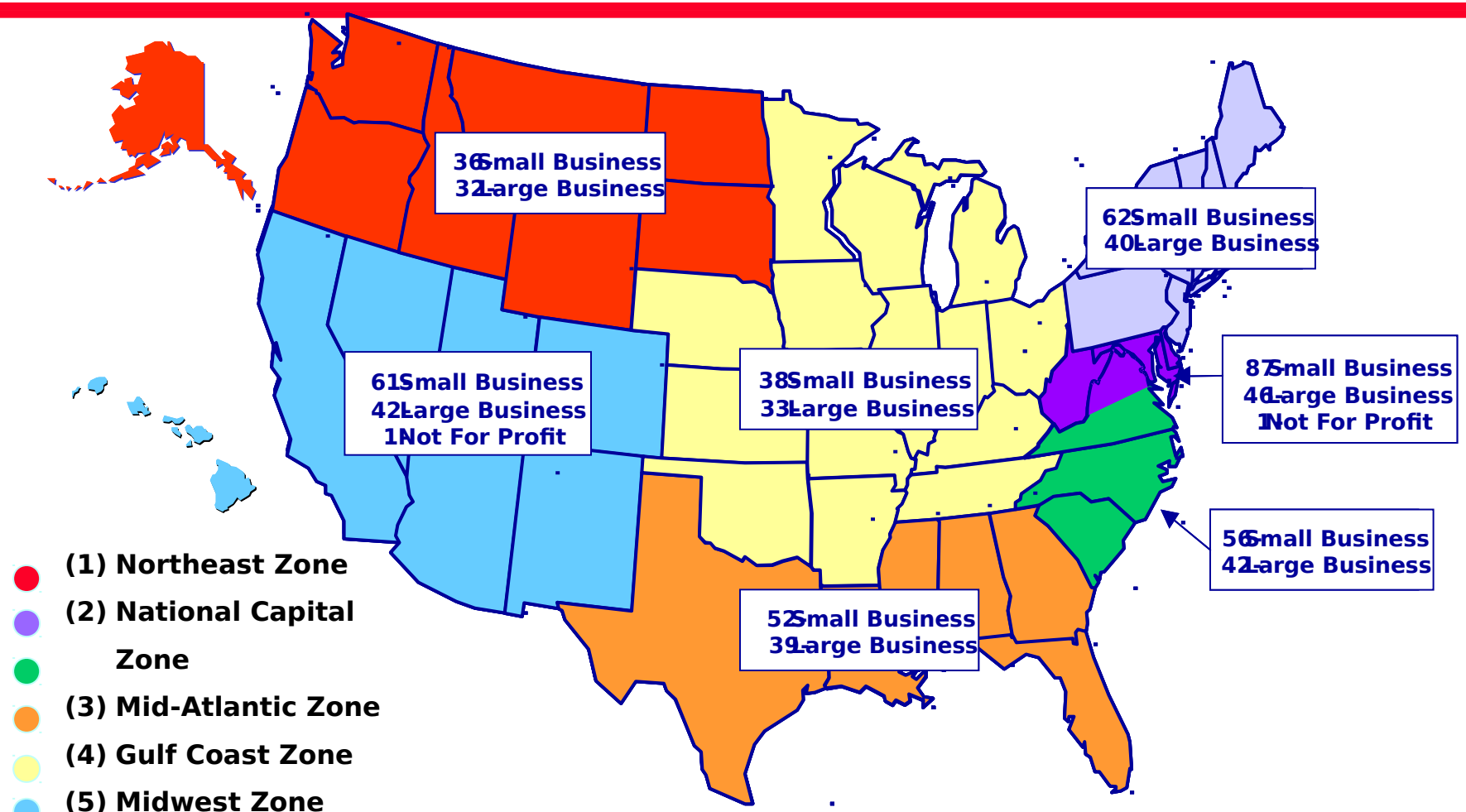
SEA ENTERPRISE



What Is Seaport?

- NAVSEA's Enterprise solution to acquire services
- A Multiple Award Contract (MAC) vehicle, currently composed of 151 prime contractors, each competing for individual task orders
- Nationwide contracts, in which requirements are competed in one of seven geographic zones based upon principal place of performance
- Scope of work includes all competitive engineering, technical, and programmatic support service requirements of the Navy
- On-line Portal enables electronic requirement determination, solicitation, source selection, and task order administration, anywhere in world

SEAPORT Zones



SEAPORT Small Business Strategy

- Warfare Centers required Small Businesses to meet mission
- Each Task Order reviewed by Contracting Officer, Program Manager, Small Business Specialist, and SBA Representative
- Set Aside and Subcontracting opportunities evaluated on each Task Order – not mandated
- Expressed Small Business objectives over life of program:
  - 33% of obligated dollars will be awarded to small business primes
  - 20% of obligated dollars to large businesses will be subcontracted to small business
  - Based upon actual performance

SEAPORT Types Of Services

R&D	7%
Special Study Analysis	<1%
ADP	22%
Photographic	<1%
Professional, Admin, and Management	70%

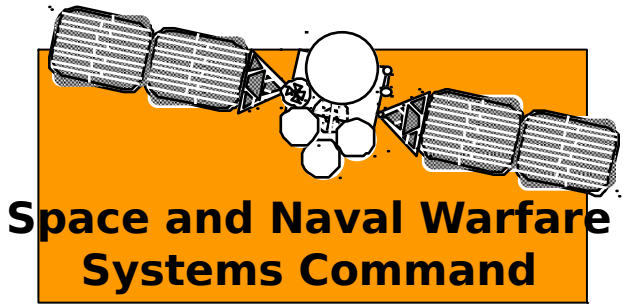
While some services are highly complex,

most are routine professional support services

Major Navy Buying Commands

Ms. Barbara Greeley
Director of NAVAIR Small Business
Phone: (301) 757-9044
Fax: (301) 757-9093
barbara.greeley@navy.mil

www.navair.navy.mil



Ms. Susan Burrows
Director of Small Business Program
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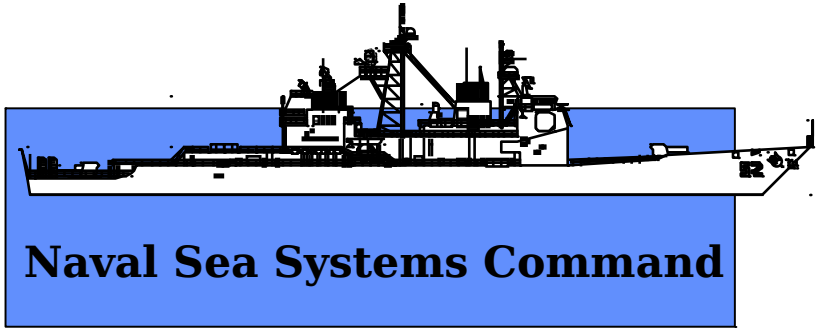
Fax: (619) 524-3165
susan.burrows@.navy.mil

https://e-commerce.spawar.navy.mil

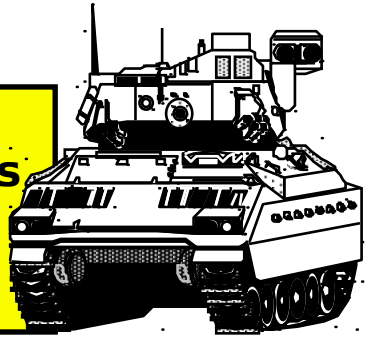


Mr. Sarkis Tatigian
Associate Director of Small Business
Phone: (202) 781-3965
Fax: (202) 781-4772
Tatigians@navsea.navy.mil

www.navsea.navy.mil

Major Navy Buying Commands

Marine Corps Systems Command



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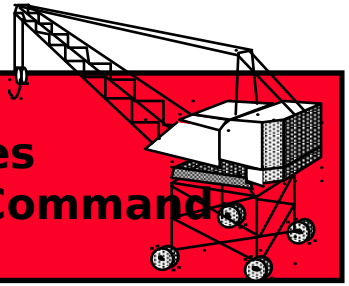
harriett.burton@usmc.mil

www.marcorsyscom.usmc.mil

Naval Facilities Engineering Command



Ms. Linda Wright
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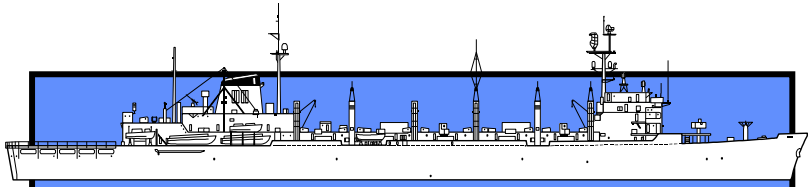
Phone: (202) 685-9129
Fax: (202) 685-1485
linda.g.wright@navy.mil

www.navfac.navy.mil



Military Sealift Command

Mr. David Grove
Associate Director of Small Business
Phone: (202) 685-5554
Fax: (202) 685-5515
david.grove@navy.mil

www.msc.navy.mil/

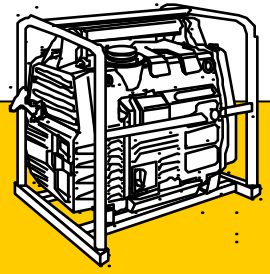
Major Navy Buying Commands

Office of Naval Research

Ms. Genesta S. Belton
Associate Director of Small Business
Phone: 703-696-4511
Fax: 703-696-4430

beltong@onr.navy.mil

www.onr.navy.mil



Naval Supply Systems Command

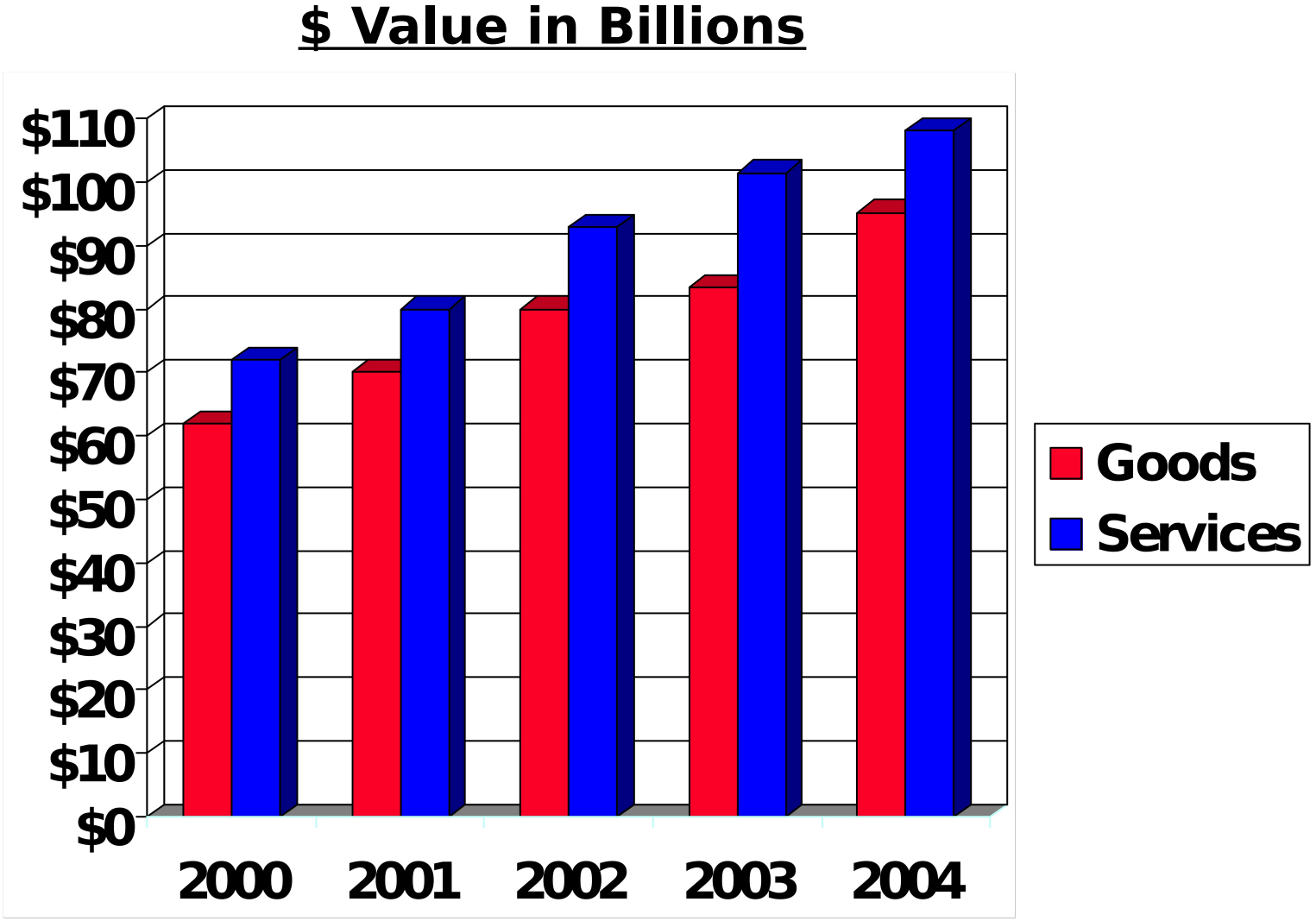
Mr. Mark Opilla
Associate Director of Small Business
Phone: (717) 605-3575
Fax: (717) 605-1102
mark.opilla@navy.mil

www.navsup.navy.mil

Resale Opportunities

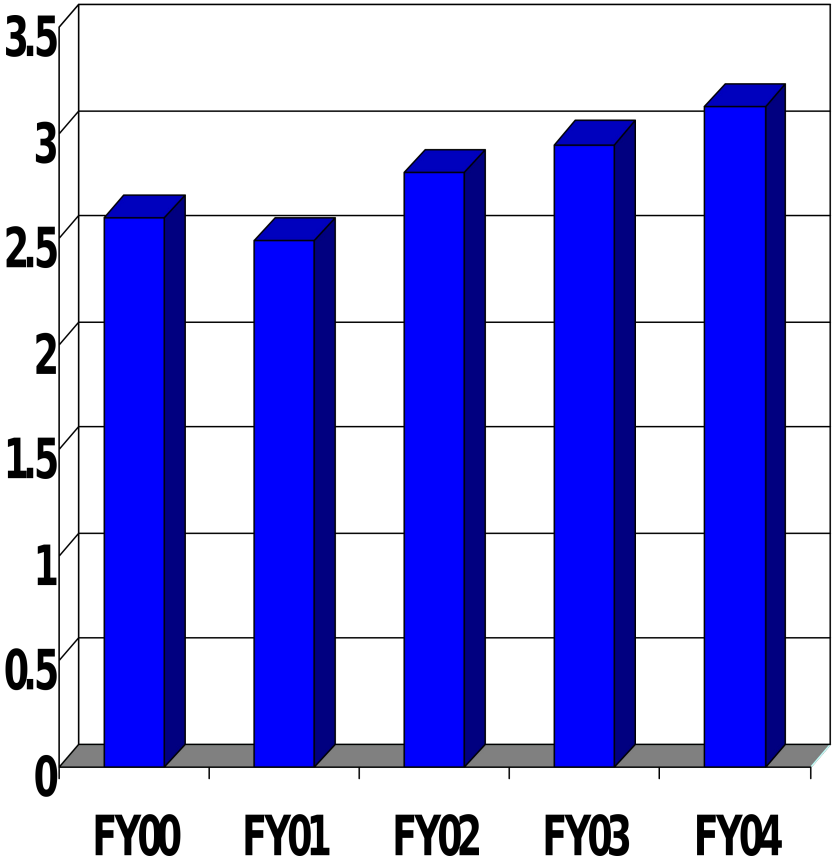
- ✓ **Exchanges**
  - ❑ www.aafes.com
  - ❑ www.navy-nex.com
  - ❑ http://www.usmc-mccs.org/busops/Retail/main.asp
- ✓ **Defense Commissary Agency (DECA)**
  - ❑ www.commissaries.com/

DoD Expenditures in the U.S. Trend of Goods and Services

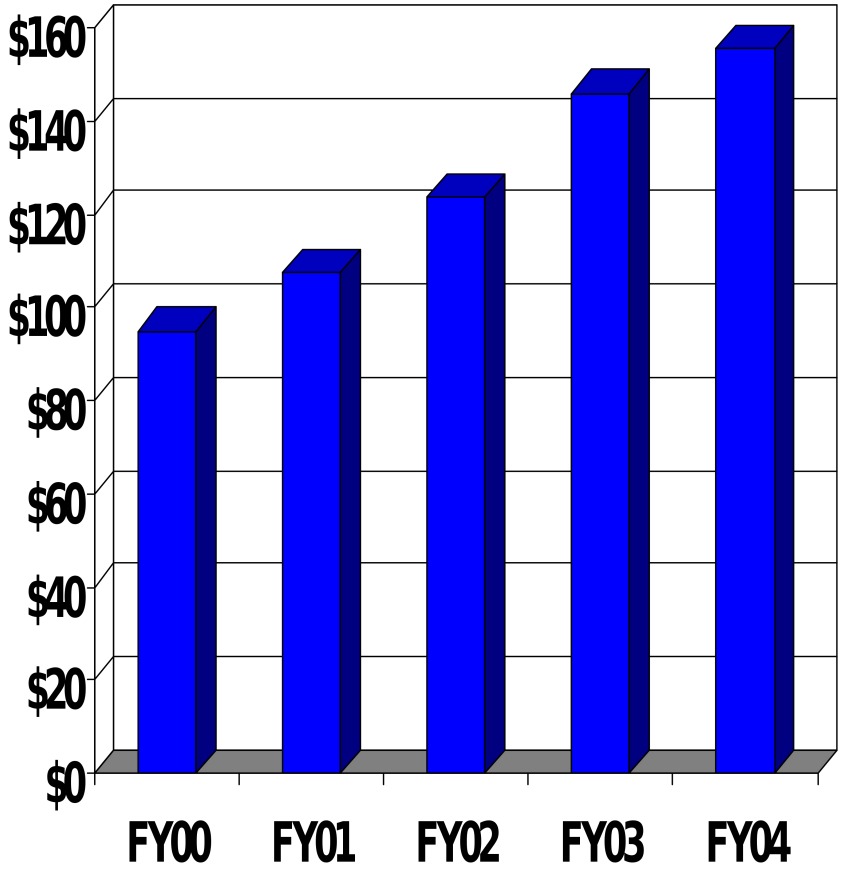


DoD Large Business Contracts

No. Awarded in Millions



$ Value in Billions



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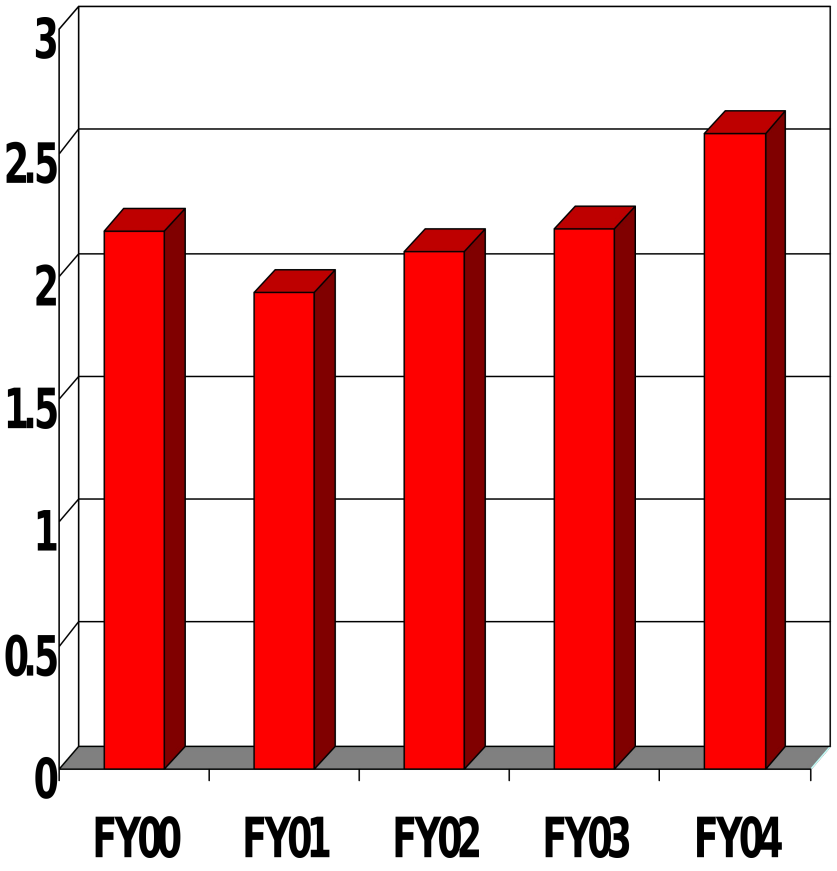
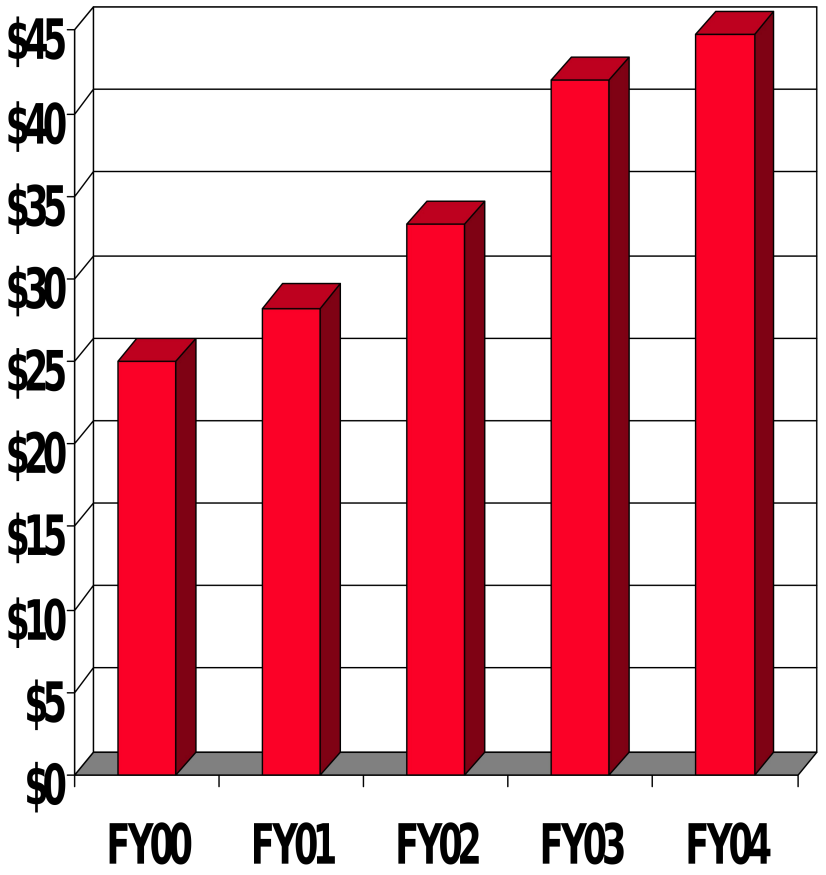
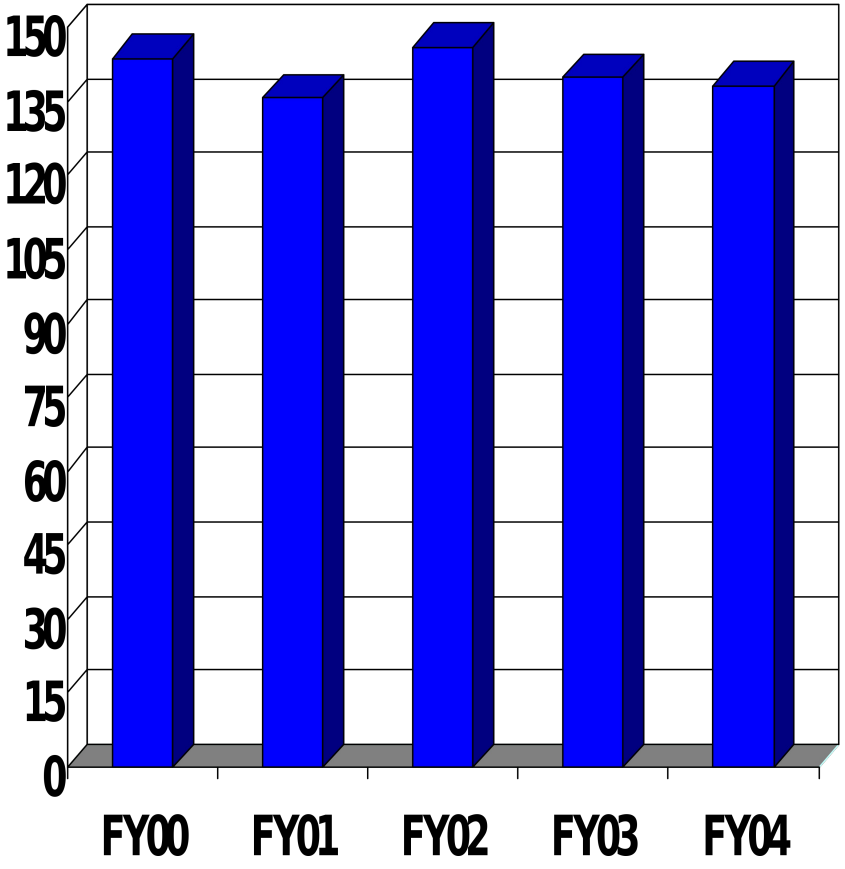


$ Value in Billions



DoN Large Business Contracts

No. Awarded in Thousands



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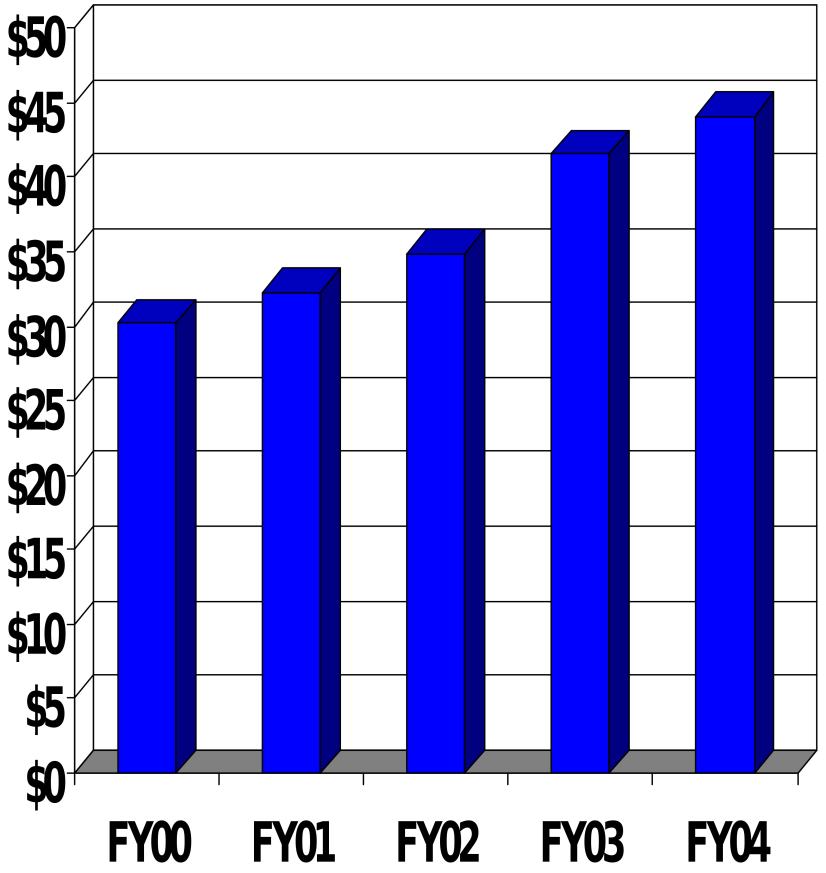
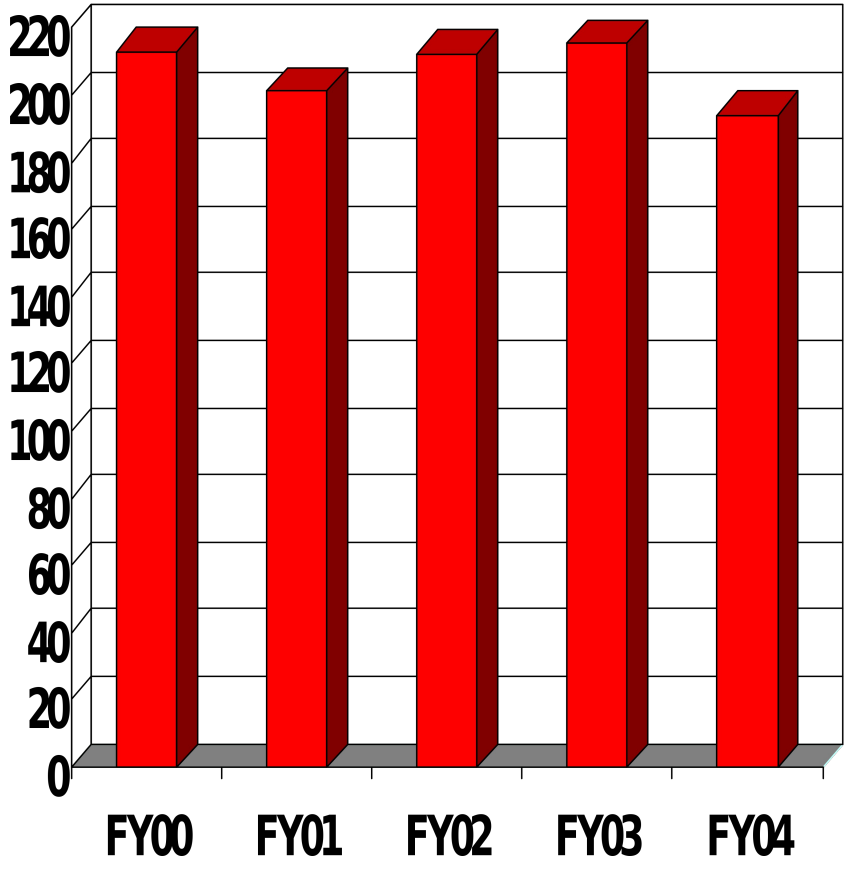


DoN Small Business Contracts

No. Awarded in Thousands



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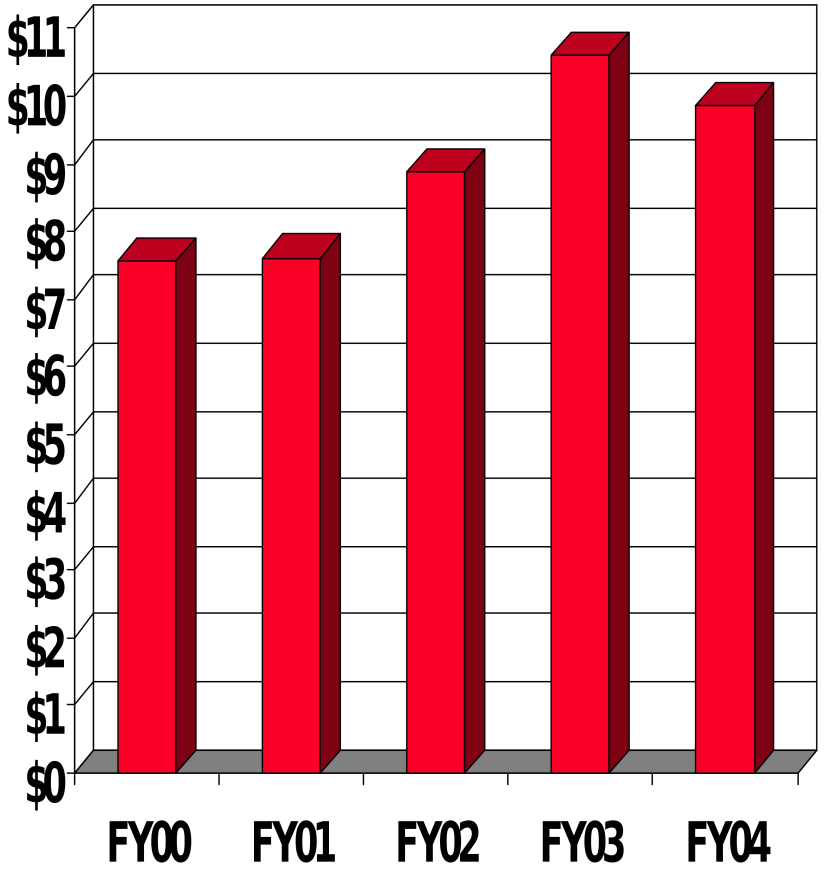
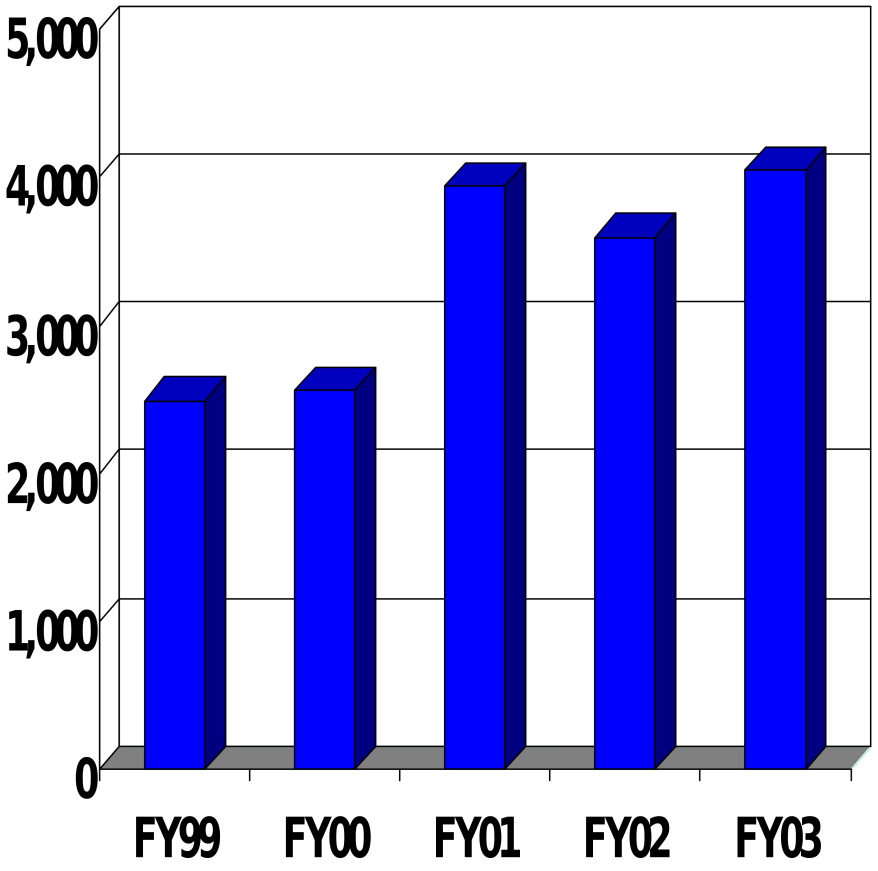


DoD Large Business Contracts in Missouri

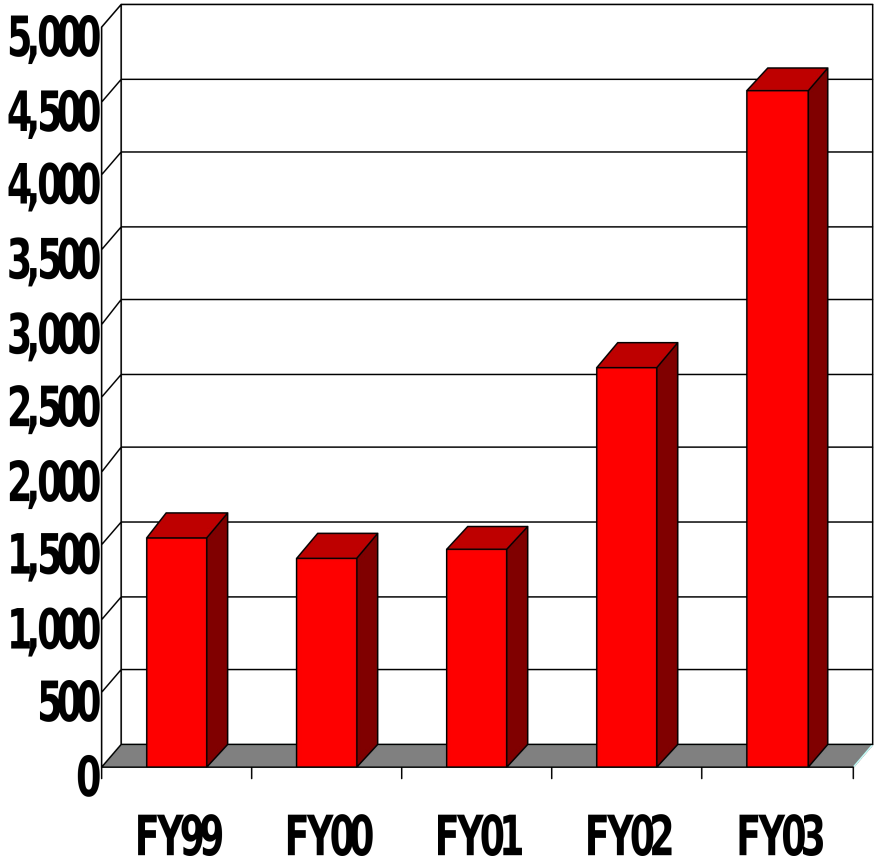
No. Awarded



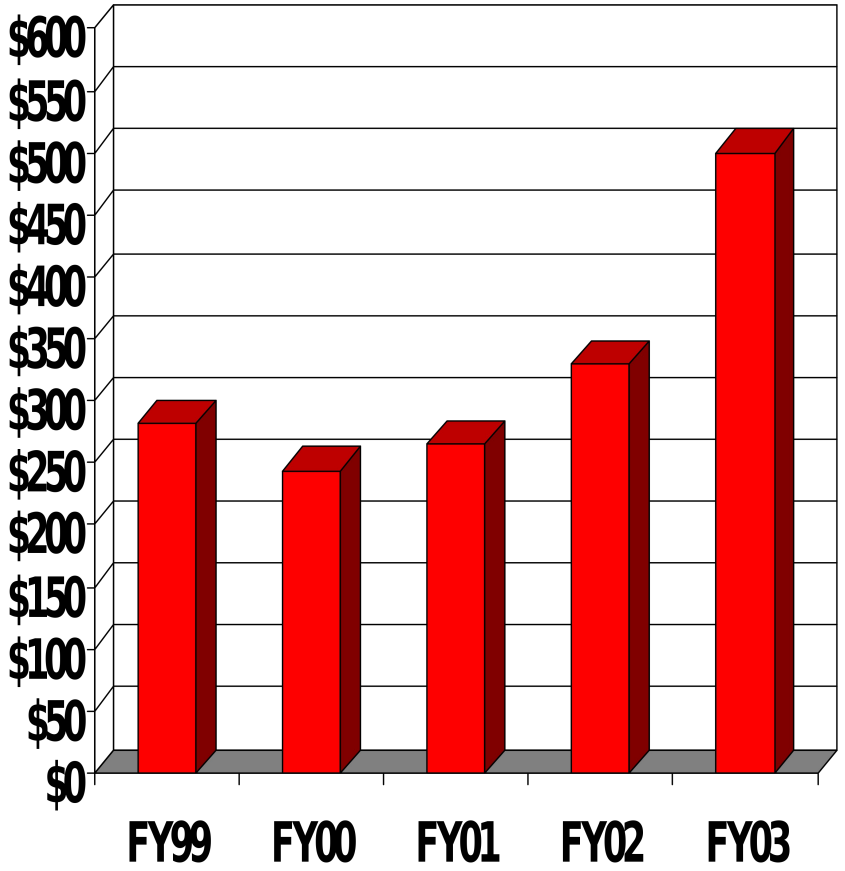
$ Value in Millions

DoD Small Business Contracts in Missouri

No. Awarded

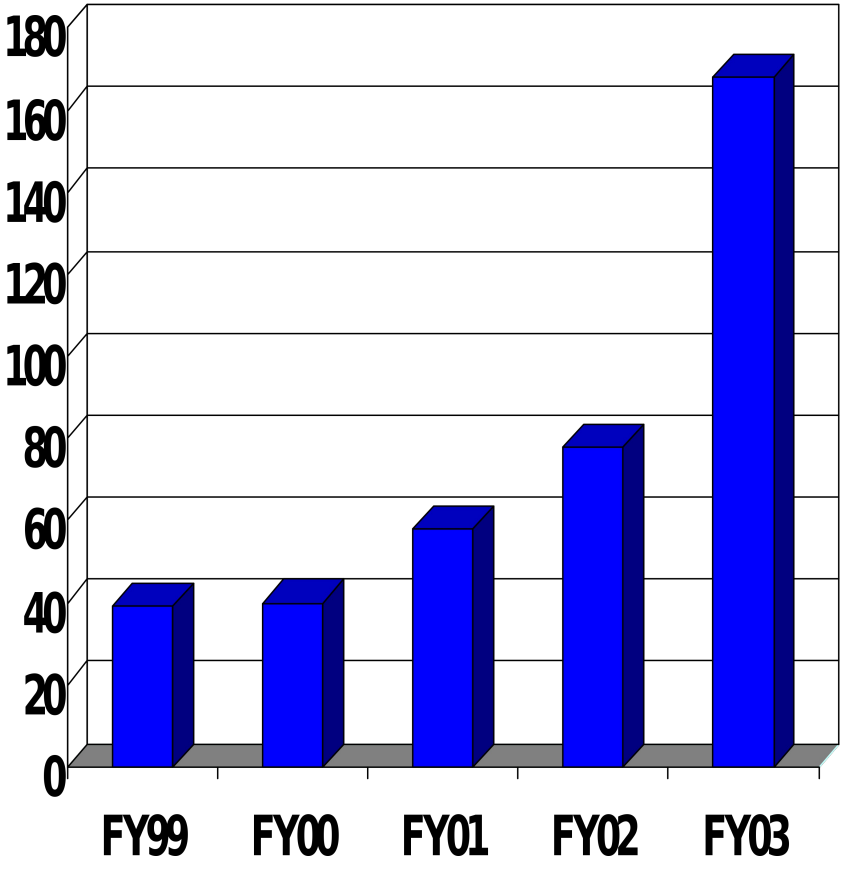


$ Value in Millions

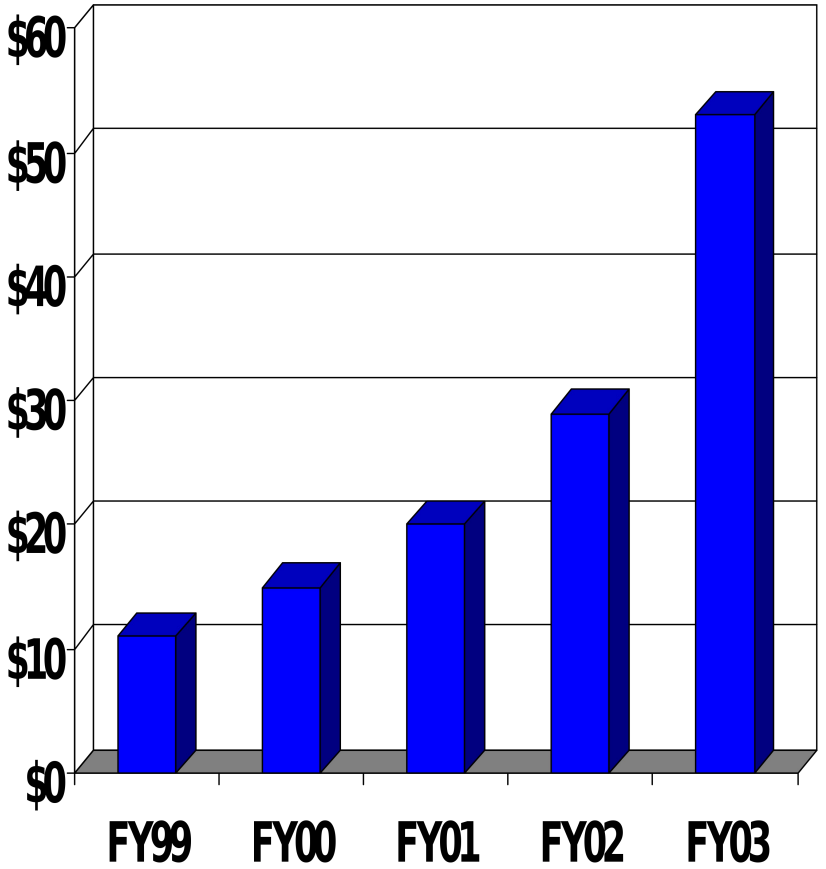


DoD Large Business Contracts in Missouri District 4

No. Awarded



$ Value in Millions



DoD Small Business Contracts in Missouri District 4

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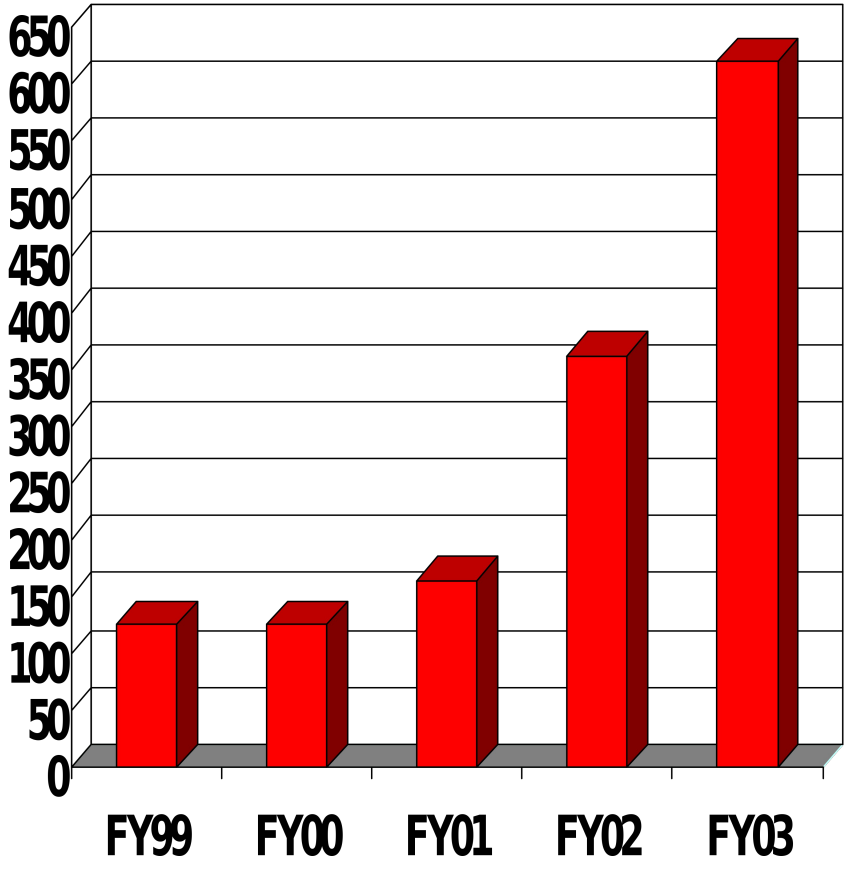

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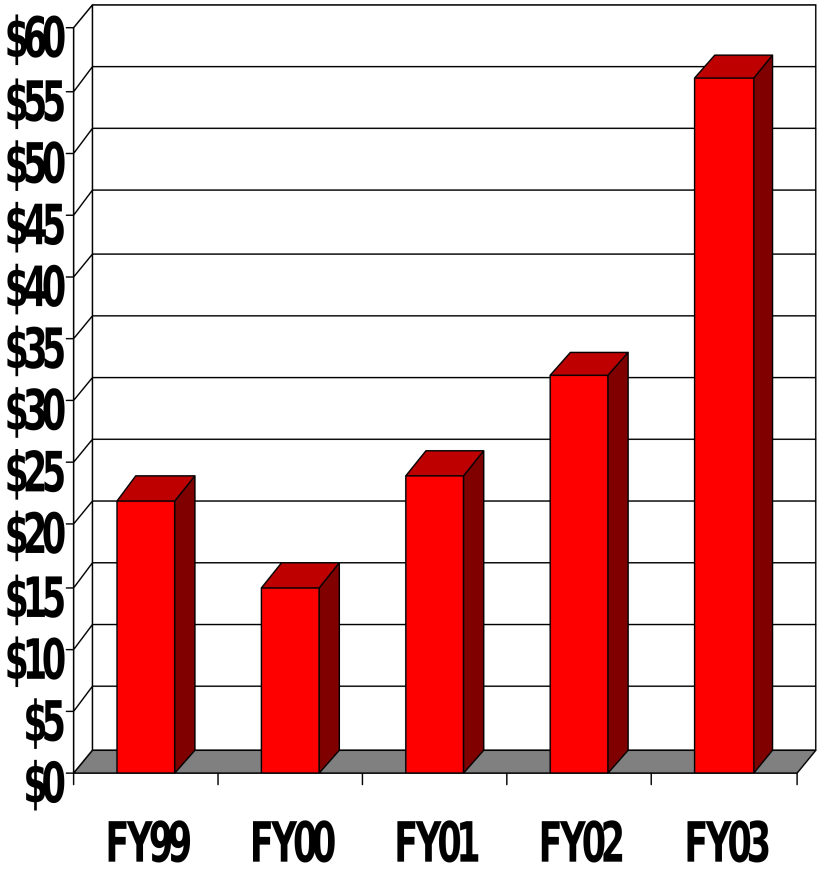

How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About Special Programs
- Seek Assistance

Register Your Firm and Your Products

- **Register Your Company**
  - ✓ **Obtain Data Universal Numbering Systems (DUNS)**
    - http://www.dnb.com/US/duns_update/index.html
  - ✓ **Obtain Commercial and Government Entity (CAGE) Code**
    - http://www.dlis.dla.mil/cageserv.asp
  - ✓ **Register in the DoD Central Contractor Registration (CCR) System**
    - www.ccr.gov
  - ✓ **Federal Supply Classification Code (FSC)**
    - www.scrantonrtg.com/secrc/fsc-codes/fsc.html
  - ✓ **North American Industry Classification System (NAICS)**

Get Acquainted with the Procedures

- ✓ **Federal Acquisition Regulation (FAR)**
  - **www.arnet.gov/far**
- ✓ **Defense Federal Acquisition Regulation Supplement (DFARS)**
  - **www.acq.osd.mil/dpap/dfars/index.htm**
- ✓ **Navy Marine Corps Acquisition Regulation Supplement (NMCARS)**

www.acquisition.navy.mil/navyaos/content/view/full/3

Learn About the Marketplace

- Buying Commands
  - Other Navy
    - www.hq.navy.mil/sadbu/HCA.htm
  - Other Services
    - www.sellingtoarmy.info
    - www.selltoairforce.org
  - DoD
    - www.acq.osd.mil/sadbu/publications/sbs/sbs.html
  - Report of Products/Services Purchased
    - web1.whs.osd.mil/peidhome/procstat/procstat.htm

ST28 Report – Sorted by FSC

Find Specific Opportunities

- ✓ **Navy Electronic Commerce Online (NECO)**
  - www.neco.navy.mil
- ✓ **Federal/DoD Business Opportunities**
  - www.fedbizopps.gov
  - www.emall.dla.mil
- ✓ **Subcontracting Resources**
  - http://progate.daps.dla.mil/home/
  - www.acq.osd.mil/sadbu/publications/subdir/index.html
  - www.sba.gov/GC/indexcontacts-sbsd.html

Make It Easy For Your Customers

- ✓ **Federal Supply Schedules (FSS)**
  - ❑ **www.fss.gsa.gov**
- ✓ **Government Charge Card Program**
  - ❑ **www.fss.gsa.gov**
    > Using GSA > GSA SmartPay

Small Business Emphasis Programs

- ✓Méntor-Protégé
- ✓Small Business Innovation Research
- ✓Women-owned Small Business Program
- ✓HubZones
- ✓HBCU and other Minority Institutions Program
- ✓Veteran Owned Small Business Program
- ✓Native American Incentives

www.acq.osd.mil/sadbu/overview/index.htm

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Business Partner Network

bpn
BUSINESS PARTNER NETWORK
www.bpn.gov
Go Directly To:
Central Contractor Registration (CCR)
Federal Agency Registration
Online Representations and Certifications Application (ORCA)
— Vendor
— Public
Past Performance Information Retrieval System (PPIRS)
Excluded Parties Listing System
EEO Pre-Award Clearance
The Business Partner Network is the single source for vendor data for the Federal Government.
The BPN is a search mechanism that provides unprecedented views into several key databases across Federal Agencies.
The Small Business Administration seeks your comments.
Important information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.
The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is the average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
http://www.sba.gov/size/part121sects.html
The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates world wide. The AARs are calculated based on your firm's last three completed fiscal years. Travel, real estate and advertising agents, providers of conference management services, freight forwarders, customs brokers and tour operators may deduct amounts they collect on behalf of another. If a concern has not been in business for three (3) years, the average weekly revenue for the number of weeks the concern has been in business is multiplied by 52 to determine its average annual receipts. For more information see:
http://www.sba.gov/size/part121sects.html
egov
My Government. My Terms.
Upcoming Events
FIRSTGOV
Your First Click to the U.S. Government
CCR
FedBizOpps
FedReg
BINCS
SBA
PPIRS
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM
UID

- www.bpn.gov

Available Help - SBA

Offices Providing Assistance To Small Businesses For Defense Procurement

Small Business Administration
Headquarters
409 3rd St. S.W.
Washington, D.C. 20416
Phone: 1-800-U-ASK-SBA
(1-800-827-5788)
www.sba.gov

Area DoD Small Business Representatives

Marine Corps

Marine Corps Regional Contracting Office
Marine Corps Mobilization Command
15430 Andrews Road
Kansas City, MO 64147-1208

Ms. Sandy Brackney
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Fax: 816-843-3730
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Army

Fort Leonard Wood
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Fort Leonard Wood, MO 65473-0140

Mr. Don Lawson
Phone: 573-596-0264
Fax: 573-596-0267
E-mail: lawsond@wood.army.mil

Air Force

Air Combat Command
509 CONS/CCV – Air Combat Command
727 Second Street, Suite 124A
Whiteman AFB, MO 65305-5344

Mr. William Krause
Phone: 660-687-3641
E-mail: william.krause@whitema

Area Procurement Technical Assistance Centers

Selling to the Government.net

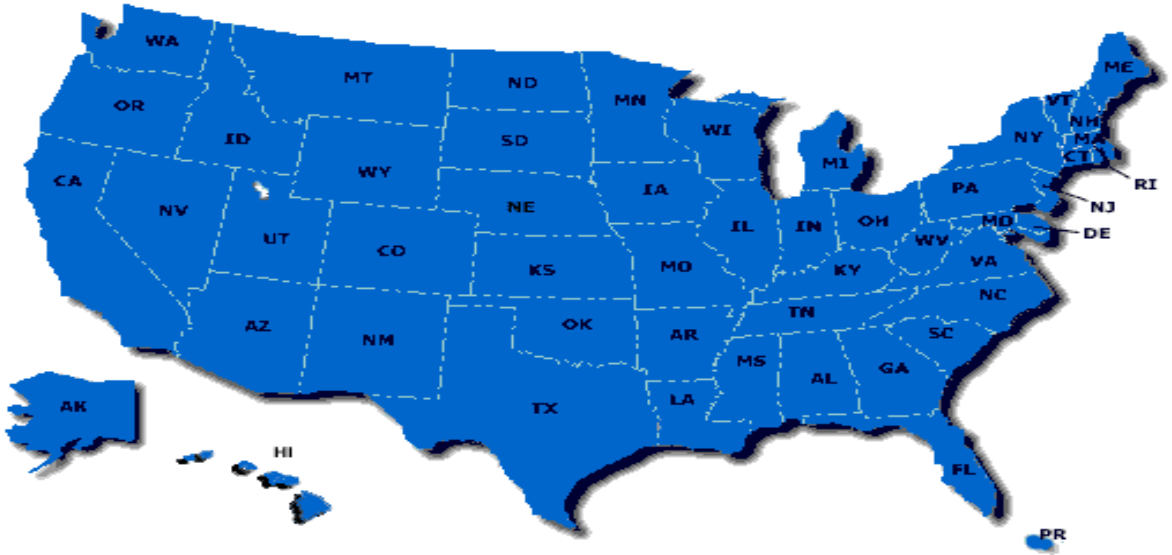
Association of Government Marketing Assistance Specialists

More than $216 billion was paid for federal government contracts in 1999

24% was paid to small businesses

Learn how to get your share!

Click on the map below to select the Procurement Assistance Center nearest you:



AK AL AR AZ CA CO CT FL DE GA ID IL IN IA KS KY LA MA ME MD MI MN MS MO MT
NE NV NH NJ NM NY NC ND OH OK OR PA PR RI SC TN TX UT VT VA WA WV WI WY

www.sellingtothegovernment.net

Share Your Thoughts

Navy Small and Disadvantaged Business Utilization (SADBU)

Washington Navy Yard, Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865

www.hq.navy.mil/sadbu

Doing Business With The Navy

Web Sites to Remember...

www.acquisition.navy.mil
(site for this presentation)

www.acq.osd.mil/sadbu

www.hq.navy.mil/sadbu

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov

Doing Business With The Navy

Thank You